

**BEFORE THE
PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA
DOCKET NO.: 2020-243-T | Grace Logistics & Movers, LLC**

In Re: Application of Grace Logistics)	
& Movers, LLC for Class E (HHG))	SHIPPER WITNESS
Certificate Household Goods, as defined)	PREFILED TESTIMONY
in S.C. Code Ann. Regs S103-210(1):)	
Between Points and Places in S.C.)	

1. What is your name and your business address?
 - a. Brian Johnson
3710 Landmark Drive Suite 113
Columbia, SC 29204
803-369-8673
2. What do you do for a living?
 - a. I sell residential and commercial real estate.
3. What is your background?
 - a. Prior to getting into real estate, I worked in law enforcement with the South Carolina Department of Corrections as an internal affairs investigator.
4. How long have you lived in the area?
 - a. I have lived in Kershaw County all of my life.
5. What does your company do?

- a. My company provides real estate services to customers who seek to buy and or sell residential and commercial properties.
6. What is the mix of your business between residential and commercial?
 - a. Currently, I have a mix of about 95% percent residential and 5% commercial.
7. How is business right now for you and your company?
 - a. Currently, business is profitable because of the low mortgage interest rates. There has been a high demand for purchases and sales.
8. What markers of growth have you identified in your market the area?
 - a. Increase in residential real estate sales resulting in unusual demand for relocation.
 - b. Increase in new home construction.
 - c. Increase in the amount of military families retiring to the Midlands area based upon cost of living and access to Military Post and VA Hospitals.
9. Tell us about any particular industries that may be connected to the construction of new residential and commercial properties in your market area.
 - a. The expansion of hospital systems, the expansion of retail and residential housing in the downtown Columbia area.
10. Do you have any personal knowledge people moving within South Carolina from one location to another in the recent past? If so, please explain.
 - a. Yes. I am familiar with people moving to the area because of the tourism industry, the military bases and the University of South Carolina school system

11. What do you know about the moving companies that are currently serving the areas you currently serve or have knowledge of?
- a. I am familiar with local companies like Two Men and a Truck and Soda City Mowers and national companies like Allied Van Lines.
12. Do you think the moving market or the market for movers can handle another moving company in the area? If so, please explain.
- a. I believe that the market can sustain another moving company. Although, the market has many, not all of them are able to provide excellent customer service
13. Do you just keep a list of moving companies that you trust, use, and recommend?
- a. I have a list of preferred vendors that I reference so that I am certain that my customers have a smooth home buying experience.
14. When you are working with homeowners, how often are you asked for help finding moving companies?
- a. I am often asked for referrals by new homeowners.
15. How do you know Ventrell Jenkins?
- a. Mr. Jenkins and I attend the same church.
16. If Mr. Jenkins's company gets the certification or gets the authority it is seeking in this application, will you refer clients to his company?
- a. I would definitely place him on my preferred vendor list.